

# CURRICULUM VITAE

**Chandan K M**

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## OBJECTIVE

Result-oriented individual with strong business acumen and exceptional analytical skills, desirous of a Procurement/Purchase Professional position in a growing company. Looking to apply profound knowledge of procurement law and commercial contract terms, Negotiation Skills, Sourcing strategies, Excellent communication skills as well as economic factors affecting business in making superior procurement decisions for the company.

## WORK EXPERIENCE

### 1) **Organization: LKQ India Pvt. Ltd.**

- Working as **Procurement Engineer** from Sept 2021 to Present. (Full Time Employee)

#### **Roles & Responsibilities: -**

- Create & implement regional procurement strategies that are innovative, **cost-effective**, and incorporate the growing complexities and challenges within the industry.
- **Analyzing/Identifying the potential suppliers** from automotive reselling websites across North America for **strategic sourcing**.
- Analyze salvage cars being sold on auction websites across the United States marketplace, determine which cars are good candidates for the company to attempt to purchase.
- For the good parts on a vehicle, conduct a quick inventory by selecting correct part numbers.
- Gain an understanding of **analyst performance metrics** such as ratio of cars should be won per day versus cars reviewed per day and what profitability of those cars should be.
- **Purchase order** creation and managing those orders within the **SLA's (Service Level Agreement) and KPI's** set.
- Create and maintain reports using internal ERP systems and platforms.
- **Interact** with Key **process stakeholders** regularly. Evaluate vendor's quotation to ensure that they are in line with the technical and commercial specifications required for the project/requirement by coordinating with respective teams.
- Identify **stakeholder requirements** act upon those and **measure satisfaction** to increase **contract compliance**.
- Doing **RCA's** and **PDCA analysis** on missed/unachieved SLA's and KPI's.
- **Lead transformational activities** to build procurement organizational capabilities and improve procurement efficiency.
- In charge of daily operational **purchasing needs** such as planning, issuing, and following upon Purchase Orders delivery and **shipment schedules**.
- Facilitate strategic **supplier meetings**.

- Better Knowledge and understanding on **INCOTERMS**.
- **Trainings** for internal stakeholders if required.
- Prepare/Review weekly, and monthly procurement reports.
- Track and report key functional metrics to reduce expenses and improve effectiveness.

#### **Achievements: -**

- SPOT award for good production efficiency.
- EXTRAMILER award for implementing best practices throughout the process.

## **2) Organization: Motor World Pvt. Ltd (Nandi Toyota)**

- Worked as **Service Engineer (Management Trainee)** from Oct 2017 to August 2021.

#### **Roles & Responsibilities: -**

- New products & services procurement.
- **Asset management** & MIS. (Stock summary, Allocation & procuring new assets)
- Renewing **AMCs** on time with alternate quotes & maintaining tracker.
- Floating & then validating **RFP** or **RFQ** and providing cost & scenario analysis to stakeholders.
- Maintenance management and utility handling as per process requirement.
- Handling all **legal compliances** related to Govt. Authorities. (PCB, BESCOM, BBMP)
- Implementing Energy conservative techniques and Process Improvement Techniques. (**KAIZEN**)
- **Cost Saving Projects** are initiated and completed successfully.
- **Business Reviews** and **plannings** (Monthly, Weekly, Daily) with the respective stakeholders.
- Review Master **Service Agreements** & **negotiating** on behalf of the company. (ProcurementEnd)
- Prepare and raise techno-commercial **purchase orders** and **order schedules**.
- Discover profitable suppliers and initiate business and organization partnerships
- **Vendor management, contract management** & new vendor development.
- Identify **stakeholder requirements** act upon those and **measure satisfaction**.
- Track and report key functional metrics to reduce expenses and improve effectiveness.
- Processing vendor **invoices** & processing for vendor **payments**.
- Maintaining good **supplier relations** and negotiating **contracts**.
- **Training sessions** for internal stake holders.
- Preparing **budgets, cost analyses, and reports**.
- Communicate with vendors to ensure that the product arrives in a timely fashion.
- Build and maintain long-term **relationships** with **critical suppliers**. Negotiate with vendors to reduce costs, commercial terms & contract terms.
- Purchasing/renewing of software licenses & subscriptions.
- Continuously **monitoring supplier quality**, delivery & cost performance. (By conducting **Supplier Audit** & **Supplier assessments**)
- Visiting Vendor site to inspect Process, Quality & Status of the order.

**Achievements: -**

- Awarded as Best Management trainee.

**KNOWLEDGE/SKILLS/ABILITIES**

- **Purchase/Order Management.** (RFI, RFQ and RFP)
- **Project Purchasing.**
- **Strategic Sourcing.**
- **Good knowledge about S2P and P2P process.**
- **SAP Knowledge.**
- **Analytical and Problem-Solving skills.**
- **Continuous Improvement. (KAIZEN)**
- **Vendor Management.**
- **Supply Chain Optimization.**
- **Supplier Evaluation and Management.'**
- **Negotiation Skills.**
- **Organizational and Business acumen.**
- **Internal Logistics.**
- **Contract Management.**
- **Professional Communication Skills.**
- **INCOTERMS.**
- Demand and Supply management.
- Team Building.
- Environmental Guidelines Implementation. (As per Govt. norms)
- Adv.MS Excel, MS Word & MS PowerPoint.
- Basic Computer Fundamentals.

**ACADEMIC PROJECT**

**Title: “Multi-purpose agricultural farm tractor powered by infrared ray remote control”**

- **Team size:** 4
- **Role:** Team Lead (Techno Commercial & Operation)
- **Short description:** We have developed a tractor which is incorporated with Six Agricultural operations (Ploughing, Levelling, Seeding, Water sprinkling, Crop cutting & Crop collecting) in a single machine. It was operated remotely using infrared ray remote control & it is powered by battery which was charged using solar panels.

**EDUCATIONAL BACKGROUND**

- BE Mechanical engineering (2017) with an aggregate of 58% from East West Institute of Technology.
- PUC or 12<sup>th</sup> (2013) in the stream of PCMB with 73.5% from Govt.Pre-University College, Chikkamagaluru.
- SSLC/10<sup>th</sup> (2011) with 90% from St. Joseph's boys' high school.

**PERSONAL DETAILS**

- Father's Name : Mullesh K N
- Mother's name : Nagarathna K E

- Date of Birth : 12-09-1995.
- Sex, Marital status & Nationality : Male, Single & Indian
- Languages known : Kannada, English
- .Present address : Building No.304, 3<sup>rd</sup> floor,  
Banashankaramma  
Nilaya,Maramma  
street,Vajarahalli,  
Bengaluru– 560109.
- Permanent address : S/o Mullesh K N,  
Urdu school 2<sup>nd</sup> cross,Vijayapura  
Chikkamagaluru – 577101  
Karnataka.

#### **Hobbies and Corporate Curriculum Interest**

##### **Hobbies:**

- **Content Writing.**
- **Exploring Places.**

##### **Corporate Curriculum Interest:**

- **Active member of Environmental and CSR team.**
- **Part of Funkey and Keyludus team.**

#### **DECLARATION**

I consider myself familiar with Procurement or Purchase department and I am also confident of my ability to work in a team, hereby declare that the information furnished above is true to the best of my knowledge and belief.

Place: Bangalore  
Date

**Chandan K M**

